Concepts and Operations for Space and Missile Defense Integration Capabilities

COSMIC
ACQUISITION

INDUSTRY CONFERENCE
APRIL 4, 2006

AGENDA

0815 – 0900 **REGISTRATION**

0900 – 0915 **INTRODUCTION** CAROL ALKHAFI -
PURPOSE OF CONFERENCE
- GENERAL INFORMATION

0915 – 1100 **FWC SMDBL** KIRBY BROWN
- BATTLE LAB OVERVIEW

1100 – 1115 **BREAK**

1115 – 1200 **SPECIAL TOPICS**
- COSMIC HIGHLIGHTS CAROL ALKHAFI/TIM MYERS
- SAMPLE TASK ORDERS SAM ALKHAFI
- COST REPORTING SAM ALKHAFI/MARK GENTILE

1200 - 1330 **LUNCH BREAK**

1330 - 1345 - EXPORT CONTROL/IP LIC/
COPYRIGHT/ DEPLOYMENTS LTC LYNN WISE

1345 – 1445 - Q&A TOP 3 FROM INDUSTRY
- Q&A FROM ATTENDEES

INTRODUCTION OF COSMIC PRESENTATION TEAM

- KIRBY BROWN, DIRECTOR SMDBL
- CAROL ALKHAFI, COSMIC CONTRACTING OFFICER
- SAM ALKHAFI, COSMIC PM/COR
- TIM MYERS, COSMIC CONTRACT SPECIALIST
- LTC LYNN WISE, ASSOCIATE COUNSEL
- MARK GENTILE, DCAA

PURPOSE OF INDUSTRY CONFERENCE

- Exchange of Information between Government and Industry
- FWC SMDBL Overview
- Discuss Special Features of the COSMIC Acquisition
- Answer Industry's Questions

GENERAL INFORMATION

- WEB SITE :
  http://www.smdc-armyforces.army.mil/Contracting/ContractingOpportunities.asp
- All related documents will be posted to the above website.
- Industry is responsible to check for current Information
- Encourage industry comments/recommendations/feedback
- Questions and answers from Industry Conference will be posted to the website.
  - Company specific may not be posted
  - Include question/recommendation solution/course of action
- Will answer questions at Industry Conferences as time permits

SPACE & MISSILE DEFENSE BATTLE LAB

Mr. Kirby Brown

SPACE & MISSILE DEFENSE – FROM CONCEPT to REALITY

SPECIAL TOPICS
COSMIC HIGHLIGHTS

1. STARS Versus COSMIC
2. Cost Plus Fixed Fee (CPFF)
3. 10 -Year Term (3 year Base with 7 one-year award term options)
4. Award Term – Performance Incentive
5. Performance based task orders
6. Single CLIN
   -- Reduce contract administration
   -- Flexibility for contractor to meet requirements
7. Labor categories/resume formats
8. Small Business Participation Plan
9. Award - one full and open/ one reserved for small business
10. Milestone impact based on DA HQ review (Final RFP 4/28 may be deferred).

SPECIAL TOPICS
SAMPLE TASK ORDERS

- 3 sample task orders
- Increments to release will be provided with the final RFP
- SMOTE – oral presentations/most important
- HALE/KM – written proposals

SPECIAL TOPICS
COST REPORTING (DIRECT & SUBCONTRACT LABOR)

		Direct Labor		
Labor Category	Employee	Fully Burdened Labor Rate	Cumulative Actual Hours	Cumulative Labor Costs
Contractor FY 2006				
Systems Engineer	Employee A	$ 90.00	1,500	$ 135,000
Systems Analyst	Employee B	$ 50.00	1,320	66,000
Total Direct Labor -2006				$ 201,000
Contractor FY 2007				
Systems Engineer	Employee A	$ 93.00	200	$ 18,600
Systems Analyst	Employee B	$ 52.00	100	5,200
Total Direct Labor -2007				$ 23,800
Total				
Systems Engineer	Employee A		1,700	$ 153,600
Systems Analyst	Employee B		1,420	71,200
Total Direct Labor			3,120	$ 224,800

SPECIAL TOPICS
COST REPORTING (ODC)

	Other Direct Costs			
Description	Cumulative ODC's	Indirect Burdens	Fee (If Applicable)	Cumulative ODC's
Contractor FY 2006				
Direct Material	$ 250,000	$ 5,000	$ -	$ 255,000
Direct Travel	150,000	15,000		165,000
Subcontract Travel Costs	50,000	1,000		51,000
Miscellaneous ODC's	2,000	200		2,200
Total ODC -2006				$ 473,200
Contractor FY 2007				
Direct Material	$ 250,000	$ 12,500	$ -	$ 262,500
Direct Travel	150,000	15,000		165,000
Subcontract Travel Costs	50,000	2,500		52,500
Miscellaneous ODC's	2,000	200		2,200
Total ODC -2007				$ 482,200
Total				
Direct Material	$ 500,000	$ 17,500	$ -	$ 517,500
Direct Travel	300,000	30,000	-	330,000
Subcontract Travel Costs	100,000	3,500	-	103,500
Miscellaneous ODC's	4,000	400	-	4,400
Total ODC's				$ 955,400

Footnote Example:

FY 2006 – Indirect cost rates are 50% O/H, 10% G&A, 2% material handling, and 8% fee on labor only.

FY 2007 – Indirect cost rates are 60% O/H, 10% G&A, 5% material handling, and 8% fee on labor only.

SPECIAL TOPICS
COST REPORTING (DIRECT LABOR)

Sample Task Order
1 Sept 2006 - 30 Aug 2007

			Loaded	Total	176	144	176	160	152	184	176	160	176	168	176	168	2016	1840	Labor $
Employee	Category	Rate	allocated	Dollars	OCT	Nov	Dec	Jan	Feb	Mar	April	May	June	July	Aug	Sept	Total Hours	Total Remaining	Expended
FY 05 RATE																			
Mickey Mouse	PM	$125.00	10	1,250.00	0	0	0	0	0	0	0	0	0	0	0	0	0	10	$0.00
Donald Duck	Sr. Mil Anal	$75.00	160	12,000.00	0	0	0	0	0	0	0	0	0	0	0	0	0	160	$0.00
Minnie Mouse	Adm Asst	$35.00	10	350.00	0	0	0	0	0	0	0	0	0	0	0	0	0	10	$0.00
				0.00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	$0.00
FY 06 RATE				0.00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	$0.00
Mickey Mouse	PM	$130.00	70	9,100.00	0	0	0	0	0	0	0	0	0	0	0	0	0	70	$0.00
Donald Duck	Sr. Mil Anal	$80.00	1740	139,200.00	0	0	0	0	0	0	0	0	0	0	0	0	0	1740	$0.00
Minnie Mouse	Adm Asst	$38.00	90	3,420.00	0	0	0	0	0	0	0	0	0	0	0	0	0	90	$0.00
				0.00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	$0.00
				0.00	0	0	0	0	0	0	0	0	0	0	0	0	0	0	$0.00
Monthly Subtotal					0	0	0	0	0	0	0	0	0	0	0	0	0	0	$0.00
Year to Date Subtotal			2080	165,320.00	0	0	0	0	0	0	0	0	0	0	0	0	0	2080	$0.00

Labor $ Allocated **$150,000.00** **Labor $ Remaining** **$150,000.00**
Labor $ Requested **$165,320** **Labor % Funded** **90.73%**

ODC	$10,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00		$10,000.00
Travel	$20,000.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00		$20,000.00

ODC $ Requested **$15,000.00** **ODC % Funded** **66.67%**
Travel $ Requested **$30,000.00** **Travel % Funded** **66.67%**

Total Remain $180,000.00

TOTAL REQUESTED **$210,320.00**
TOTAL FUNDED **$180,000.00** **Total % Funded** **85.58%**
~~TOTAL BATTLE LAB FUNDED~~ **~~$180,000.00~~**

		Labor	Travel	ODC	Total
ACRN AA FY06 OMA	$180,000.00	$150,000.00	$20,000.00	$10,000.00	$180,000.00

SPECIAL TOPICS
EXPORT CONTROL/IP LICENSING/COPY RIGHTS/DEPLOYMENTS

- Export Control
- IP License/ Copyrights
- Deployments

COSMIC POINTS OF CONTACT

Kirby Brown, Director SMDBL
Email: kirby.brown@smdc-cs.army.mil

Carol Alkhafi, COSMIC Contracting Officer
Email: carol.alkhafi@smdc-cs.army.mil

Sam Alkhafi, COSMIC PM/COR
Email: sam.alkhafi@smdc-cs.army.mil

Tim Myers, Contract Specialist
Email: tim.myers@smdc-cs.army.mil

Questions from Industry

1. References: Pg 79, para L9 volume I – past performance /teaming agreement, Tab 4 – Small Business Participation Plan, subpara (b) “detailed supporting documentation regarding the individual commitments” and subpara (e) on pg 81 “enforceable commitments”.
2. Pg 79, para L9 volume I – past performance /teaming agreement, tab 4 – Small Business Participation Plan, subpara (b). The Table on pages 80 and 81 and the list in subpara (c) includes a new category of Veteran Owned Small Business that is not listed above (separate from SDVO).
3. What criteria will SMDC use to determine if a company is ISO 9001:2000 compliant, that is, if it is a real requirement versus simply a "nice to have"?
4. Given the 10-year term, will SMDC provide industry more information on its early-to-long term requirements and provide a break out of estimated hours (as in Atch 9) versus the 5 work areas?
5. How will small business participation (goals achievement) be managed to ensure fare share between the large business prime and the small business primes considering the large business may have significant clout in hiring/retaining current knowledgeable ARSTRAT contractor staff?

Questions from Industry

6. Has the government completed the mapping of continuing tasks from STARS and/or SIMDIS II to COSMIC? When can we expect this information to be provided?
7. What is the government's Small Business set aside for work allocation (allocation of work to small vs large business): e.g., by percentage?
8. Reference: para H2d, page 23 of 95: Organizational Conflict of Interest, and para. M2, page 91 of 95, Selection of Awardees:
    1. Can we assume that the Government expects the bidder to produce all the subcontractors proposed in his technical and management approach? YES
    2. If so, and if "The COSMIC prime contractors and subcontractors may not receive award, or perform at any time after award, ….. subcontractor, under more than one contract …resulting from multiple awards…for this contract….", then does this mean that a subcontractor should not appear on more than one bidder's team? YES

Questions from Industry

9. Reference: Appendix A, para 2, Personnel Qualifications
   1. Are the experience requirements (ex. 18 years of experience for the Program Manager) in addition to the degree plus years experience (ex. PhD +5 for the Program Manager), or are the years "overlapping", i.e. a year of experience can count toward both requirements?
   2. Are there experience substitution allowances/exchanges for degree level? Ex. Could 14 years of experience count as equivalent to a BA/BS plus 10?

10. Reference: para. M3 Evaluation Criteria:
   1. As part of the Request for Information leading to this procurement, emphasis was placed on demonstrated ability to manage large ID/IQ contracts. Where is this requirement considered in the DRFP Evaluation Criteria? In past performance, in the management area, or both? What is the relative importance of this area?

Questions from Industry

11. Please address how the provisions of the 23 Feb 2006 Secretary of the Army Memo, SUBJECT: Army Policy for Civilian Hiring and Initiation/Continuation of Contracts for Service Personnel, will affect this procurement action and/or performance of Task Orders under this procurement.
12. Can a company cross team on COSMIC. In other words, can independent Sectors of a large company compete as sub on the large side and also be a sub on the Small Business side. Any problems if both primes win?
13. What is the relationship between COSMIC, SMDIS, and COMETS and will these 3 contracts play together.?
14. Is there any potential conflict between them that might hamper, preclude, or affect a prime on COSMIC if they are an incumbent prime on either of the other two?